



CoMoHelps Report

February 8, 2021

CoMoHelps is a joint effort of Boone County, City of Columbia, Community Foundation of Central Missouri, Heart of Missouri United Way, and Veterans United Foundation. CoMoHelps serves as our community's official donations management resource in response to the COVID-19 pandemic.

This report outlines:

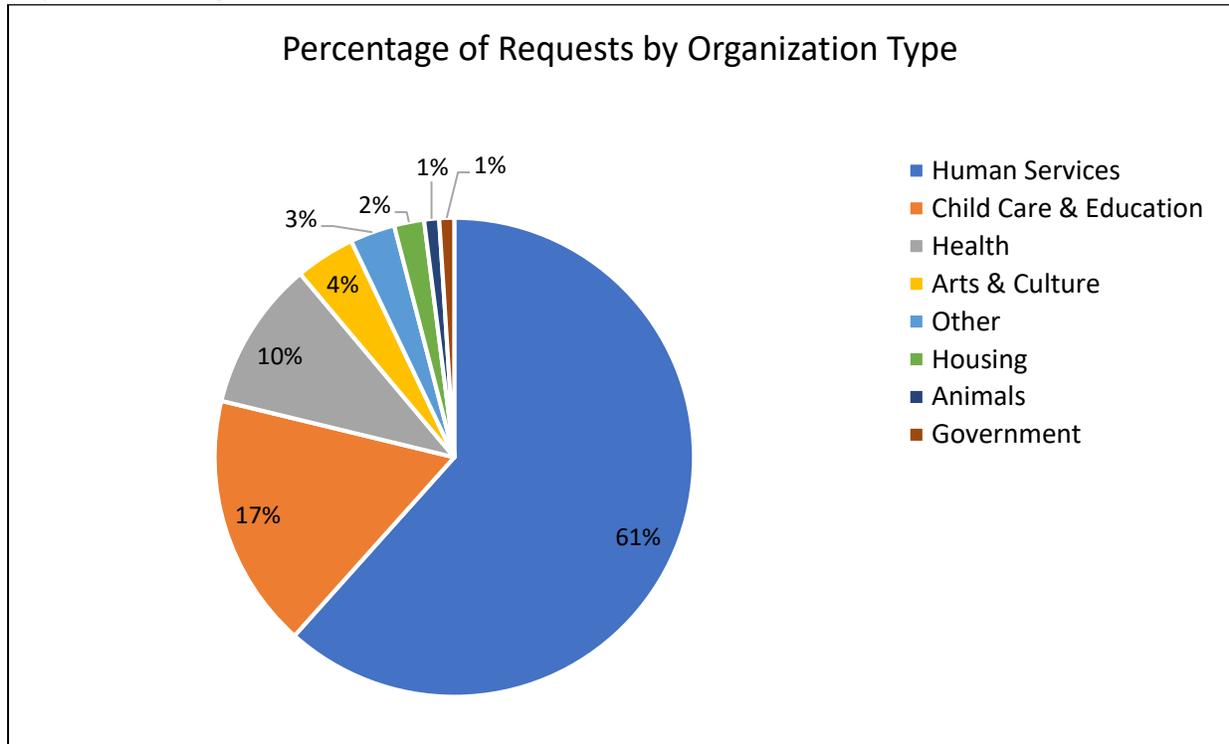
- Funding provided by the CoMoHelps partners for pandemic relief, to date.
- The impact of the COVID-19 pandemic on local nonprofit organizations in Boone County.

CoMoHelps Funding

As of February 8, 2021, CoMoHelps received \$3,496,107.03 in requests and provided \$1,544,254 to over 40 organizations. The following charts provide an overview of the CoMoHelps requests and allocations.

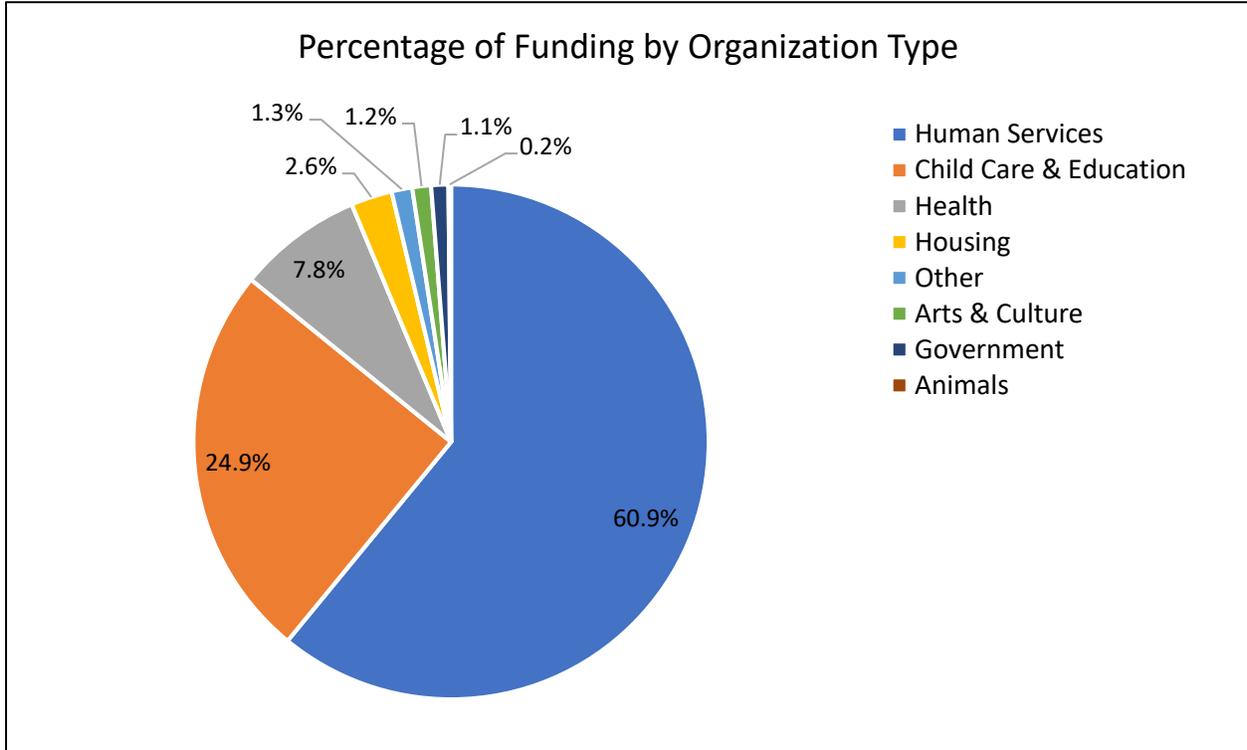
Percentage of Requests by Organization Type

Human services and child care/education providers represented the majority of organizations which requested funding.



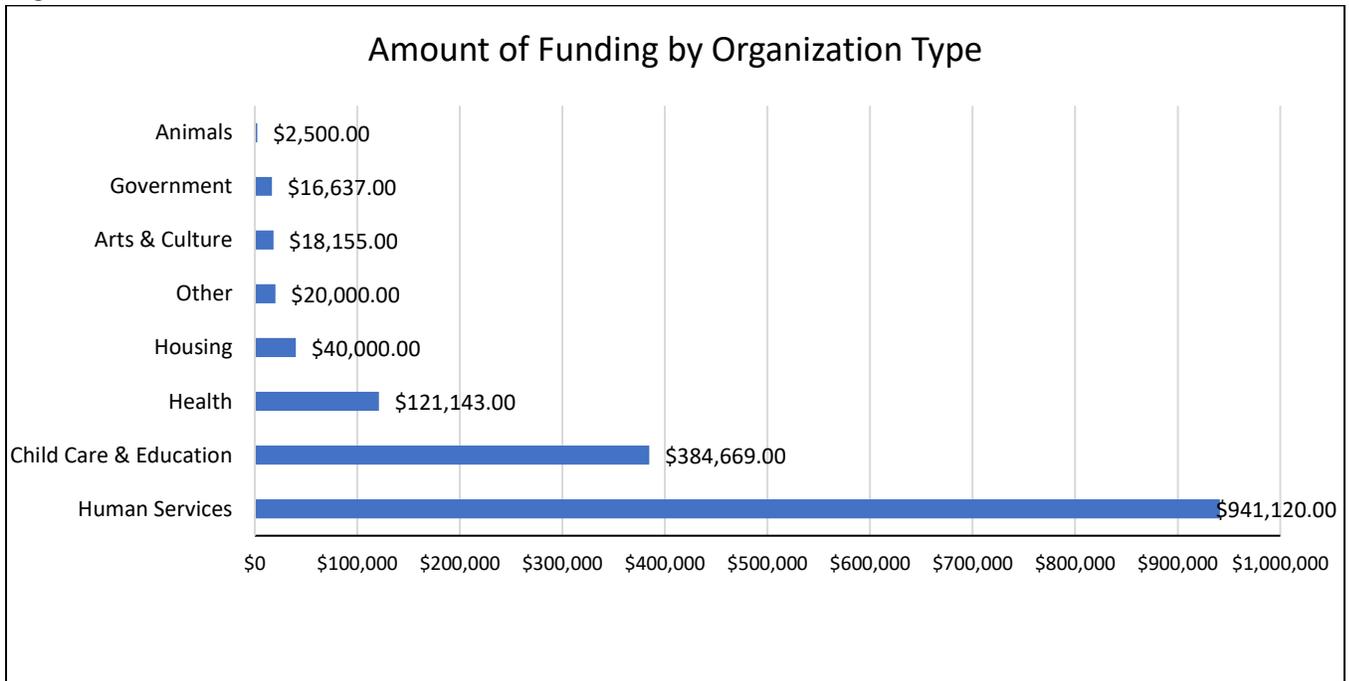
Percentage of Funding by Organization Type

The majority of funding was provided to human services provider organizations, followed by child care & education organizations.



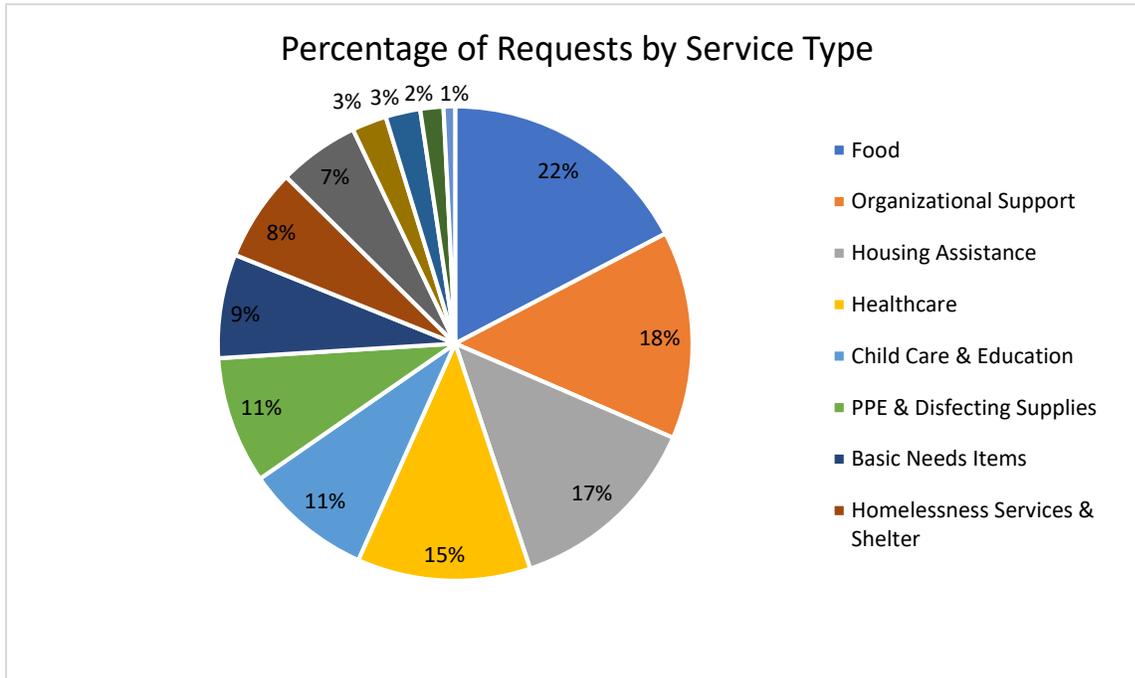
Amount of Funding by Organization Type

Majority of funding went to human services organizations followed by child care & education and health organizations.



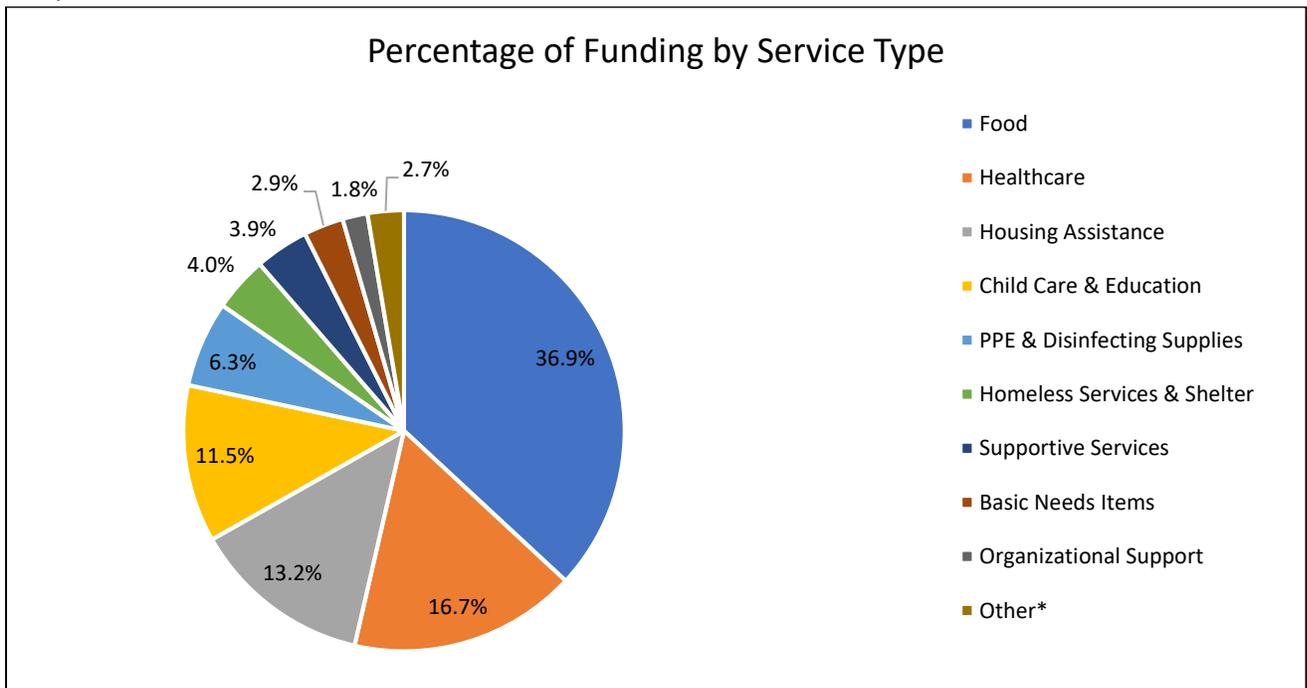
Percentage of Requests by Service Type

Food was the service area with the highest level of requests for funding, followed by organizational support, housing assistance, and healthcare.



Percentage of Funding by Service Type

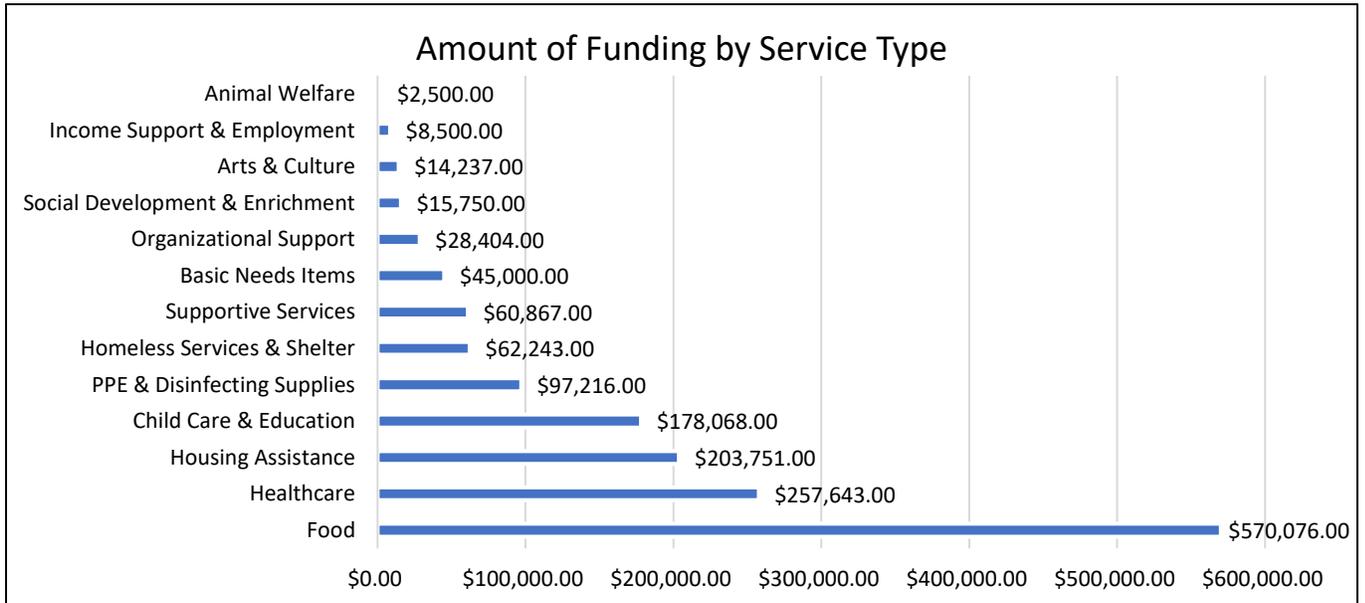
The highest level of funding was provided for food, followed by healthcare, housing assistance, and child care/education.



*Other includes Social Development & Enrichment, Arts & Culture, Income Support & Employment, and Animal Welfare.

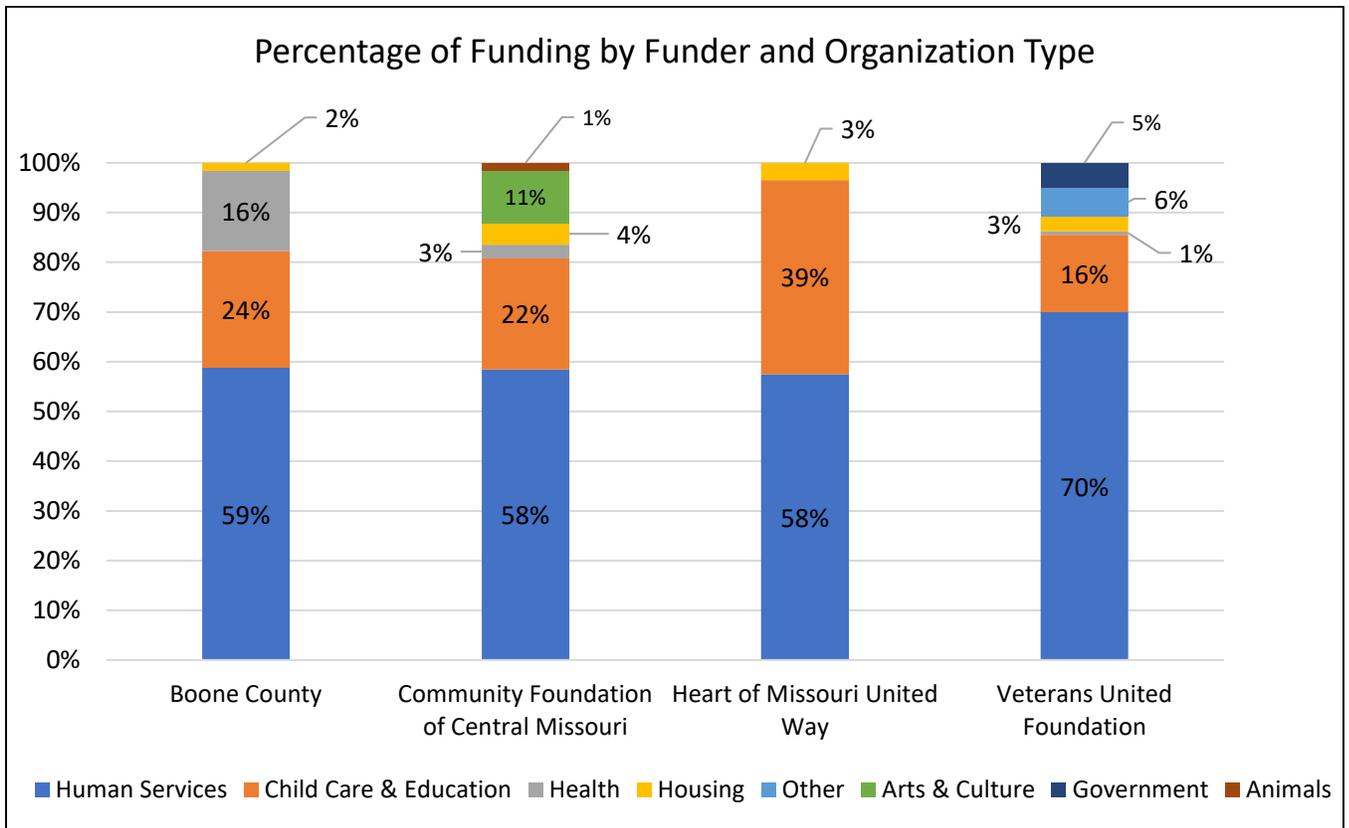
Amount of Funding by Service Type

Services for food, healthcare, and housing assistance received the most funding during the COVID-19 pandemic.



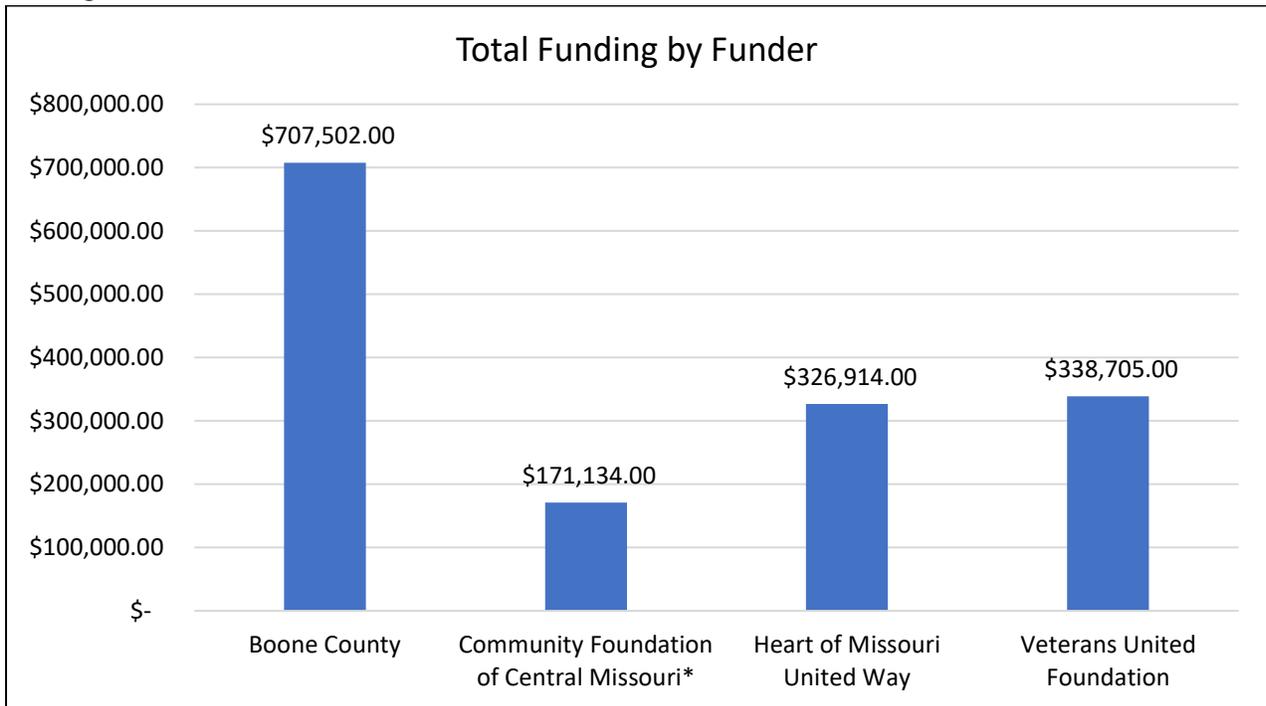
Percentage of Funding by Funder and Organization Type

This chart reflects the diversity of funding provided by each CoMoHelps partner, reflective of varying areas of interest.



Total Funding by Funder

Boone County (Children’s Services Fund and Community Health Fund) provided the largest amount of funding.



*Funding provided by the Community Foundation of Central Missouri for Boone County only

Impact of COVID-19 Pandemic on Local Nonprofit Sector

In summer 2020, CoMoHelps released the initial CoMoHelps Nonprofit Partner Survey to understand how the pandemic was impacting organizations. Results from this initial survey were shared widely through as part of the *Essential Support Function (ESF) -14 Long Term Recovery report* (<https://comohelps.org/>). To better understand the ongoing impacts of the COVID-19 pandemic, CoMoHelps requested nonprofit partners complete an updated version of the CoMoHelps Nonprofit Partners Survey in November, 2020.

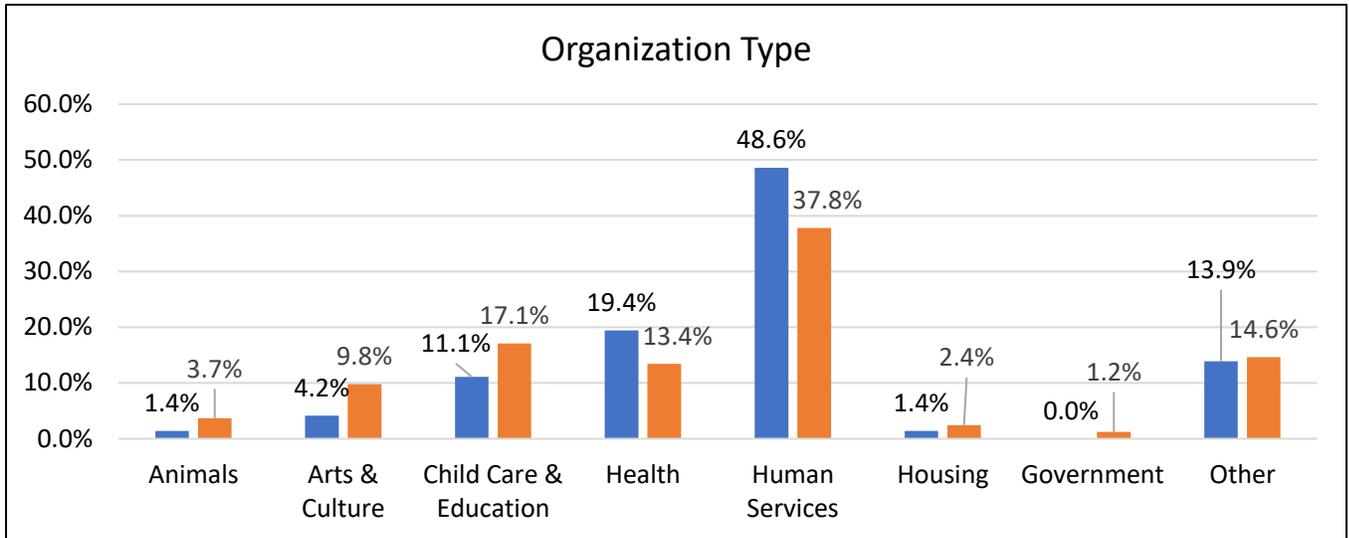
The results come from both cohorts of survey respondents. The first cohort included 73 organizations which provided responses between May 15, 2020 to June 15, 2020. The second cohort included 82 organizations which provided responses between November 6 – November 23, 2020. Questions assessed the impact of the pandemic currently (through November 23, 2020) and asked organizational leaders to forecast anticipated impacts through the end of the first quarter of 2021 (March 31, 2021). This report will primarily focus on results from Cohort 2 and will include comparison data from Cohort 1 where appropriate.

Organization Context

Organizations who completed the survey were asked to provide background information about their organization, budget information, and the types of services they provide.

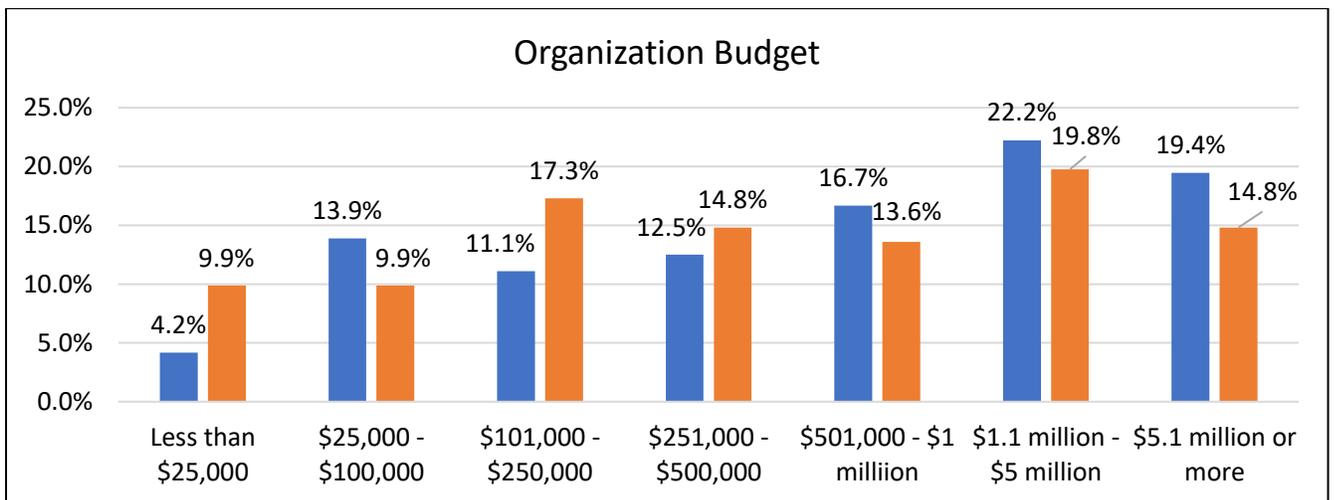
Cohort 1: Nearly fifty percent (48.6%) of organizations identified as a human service organization, 19.4% identify as a health organization, 13.9% identify as ‘other’ which includes advocacy organizations, and 11% identify as a child care and education organization (n=72).

Cohort 2: Organizations who completed the survey were asked to provide background information about their organization, budget information, and the types of services they provide. Nearly forty percent (37.8%) of organizations identified as a human service organization, 17.1% identified as a child care and education organization, 14.6% identified as ‘other’ which includes several advocacy organizations, and 13.4% identified as being a health organization (n=82).



Cohort 1: Of the 72 respondents, 58.3% of organizations completing the survey had budgets of \$501,000 or \$5.1 million or more; 41.7% of organizations have budgets under \$500,000.

Cohort 2: There was diversity in the size of program budgets of Cohort 2 survey respondents. Of the 82 respondents, 48.2% of organizations completing the survey had budgets of \$501,000 or more and 51.9% of organizations have budgets under \$500,000 (n=81).

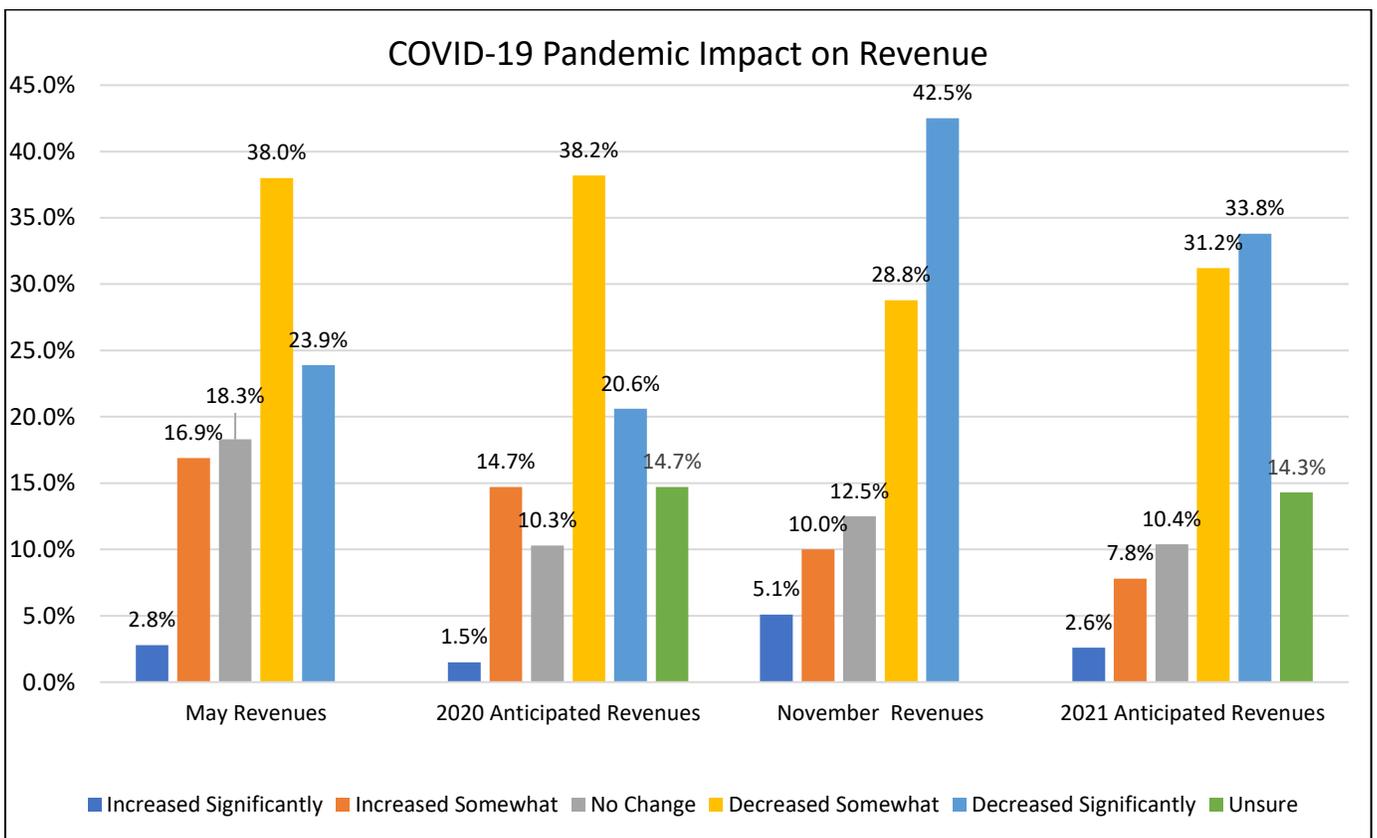


Impact on Overall Revenue

Organizations were asked about the impact of the pandemic on their ‘current’ revenues in May and November, and anticipated revenues through the end of the year (12/31/2020) for Cohort 1 and through the quarter 1 (1/1/2021 – 3/31/2021) for Cohort 2.

Cohort 1: During summer 2020, only 38% of organizations reported increased revenues or experienced no changes in revenues, while 52% reported experiencing somewhat or significantly decreased revenues (n=71). Looking forward throughout 2020, 59% of organizations expected somewhat or significantly decreased revenues; 26% anticipated increased or no changes in their revenue; 15% of organizations were unsure how their revenues might be impacted through the end of the year (n=68).

Cohort 2: Fewer organizations (27.6%) reported increases or no change in revenues through November 23, 2020, while 71.3% of organizations reported a somewhat or significant **decrease(s)** in revenues (n=79). This indicates a more dire situation for nonprofit organizations within Boone County compared to responses from Cohort 1. Looking forward into the end of 2020 and into the first quarter of 2021, 20.8% of organizations anticipate increasing or maintaining their overall revenues (n=77). Organizations expecting increased revenues in the future indicated additional federal support (e.g. CARES Act, Paycheck Protection Program) and individual fundraising efforts would drive increases. Nearly sixty-five percent (64.9%) of organizations anticipate decreases to revenues into 2021 and 14.3% of organizations are unsure of how revenues might be impacted through the first quarter (n=77). Organizations expecting decreased revenues in the future indicated this would be due to: their inability to provide services or host large in-person fundraisers, decreased enrollment or memberships for services, fewer individual donations, as well as concerns around the region’s economic downturn.



Most Cohort 2 respondents (85%) within the nonprofit sector reported decreased revenues throughout the pandemic. Organizations in Cohort 2 have reported **\$7,029,305.25 in lost revenue, with an average of \$143,455.21 in decreased revenue from 49 organizations** which provided adequate information for a calculation. The inability to offer traditional fundraising events, cancelled or postponed events, inability to

provide services, decreased demand for services, and decreased state funding were contributing factors of decreased revenues within the nonprofit sector.

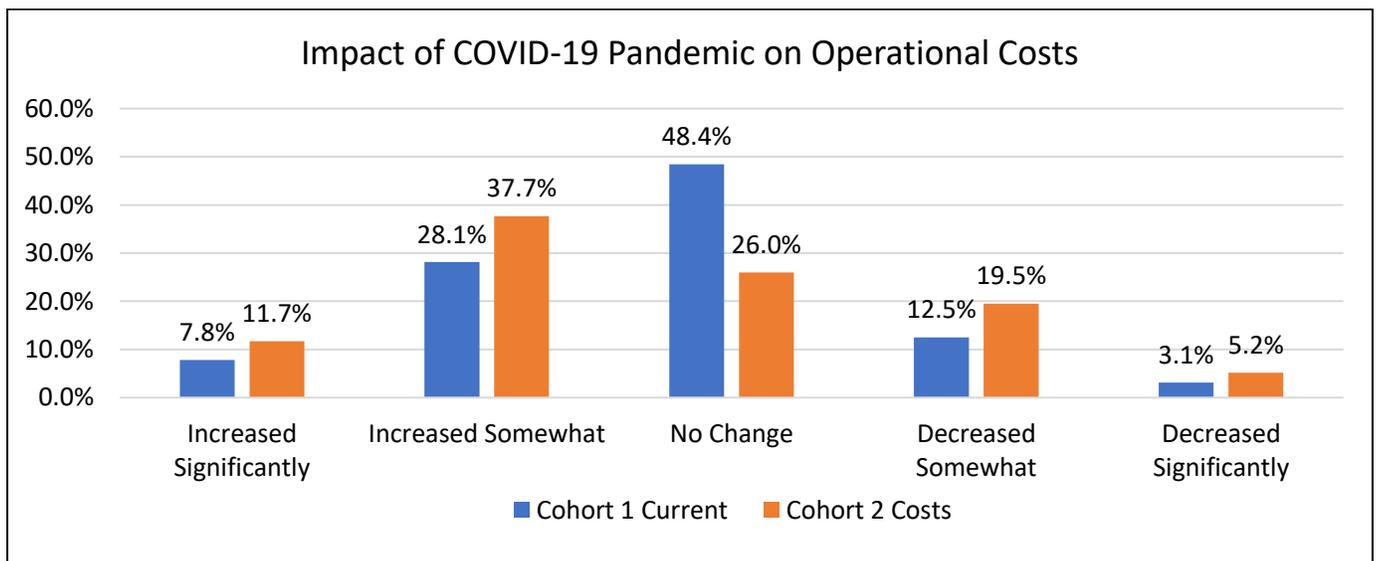
Some organizations (15%) self-reported an increase of \$5,875,394.00 to their budgets. Most of this reported increase comes from one organization who received \$5 million in federal dollars to be spent throughout 2020-2022. Not accounting for this large outlier, the **average increase in budgets was \$97,266.00 across nine organizations** which provided enough information for a calculation. Organizations reported increases in revenue due to federal support (CARES Act funding, additional federal allocations), changes in service delivery, and increased individuals donor support and fundraising efforts. While 15% of respondents (nine organizations) did report increased revenues, many nonprofit organizations are not faring so well.

Operational Costs

Organizations were asked about changes in their operational costs during the COVID-19 pandemic during summer and fall 2020.

Cohort 1: Increases in operation costs were reported in 36% of Cohort 1 organizations; 48% reported no change in costs; and 16% reported decreases in operation costs (n=64).

Cohort 2: Almost half (49.4%) of responding Cohort 2 organizations reported increases in operation costs; 26% reported no change in costs; and 24.7% reported decreases in operation costs (n=77) due to the pandemic.



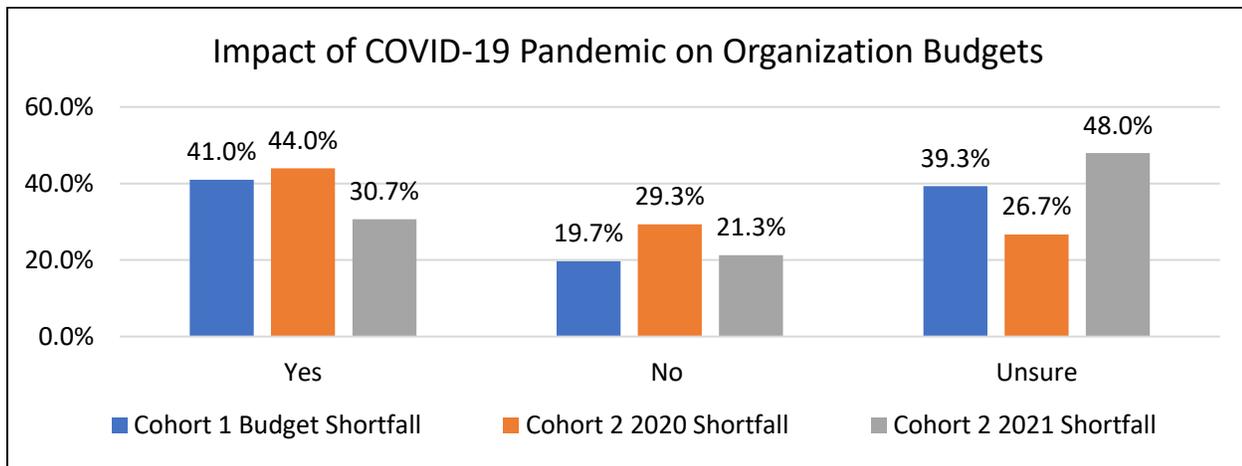
Cohort 2 organizations have reported an **increase in operational costs of \$7,114,553.61 or an average of \$284,582.14 across twenty-five organizations**. Increased costs were due to increased staff costs (staffing costs include overtime costs, costs to pay staff in quarantine or isolation, hazard or pandemic pay costs), costs associated with personal protective equipment or sanitizing supplies, and increased technology costs to maintain service delivery. Ten organizations reported a decrease in operational costs of \$1,219,878.67 or an average of \$121,987.87. Organizations reported decreases in costs due to changes in service delivery and lowered staff costs (laying off employees, maintaining fewer staff, having a remote workforce, less travel, and lowering salaries).

Impact on Nonprofit Organization Budgets

Survey respondents were asked if their organization would experience a budgetary shortfall due to the COVID-19 pandemic.

Cohort 1: Of the 61 Cohort 1 organizations which responded, 41% indicated they expected to have a budgetary shortfall, 20% indicated they did not expect a budget shortfall. However, 39% of organizations were unsure of the budgetary impact of the pandemic (n=61). Of those reporting an expected budgetary shortfall, **19 organizations reported shortfalls totaling \$2,753,225.00 with an average shortfall of \$144,906.58.**

Cohort 2: Of the 75 Cohort 2 organizations which responded, 44% indicated they would have a budgetary shortfall in 2020 and 29.3% indicated they would not experience a budget shortfall. However, 26.7% of organizations were unsure of the budgetary impact of the pandemic (n=75). Thirty-one organizations reported an **expected budget shortfall of \$4,159,450.00 with an average shortfall of \$134,175.81 per organization** in 2020. Looking into 2021, organization leaders have already forecasted budget shortfalls. Most organizations (48%) are unsure how their budgets will be impacted this year. Some organizations (30.7%) are anticipating another budget shortfall in 2021 and 21.3% of organizations are not expecting a budget shortfall in 2021 (n=75). Organizations were already anticipating budget shortfalls of nearly \$3 million dollars (\$2,948,500) in 2021 when responding to the survey in November 2020.

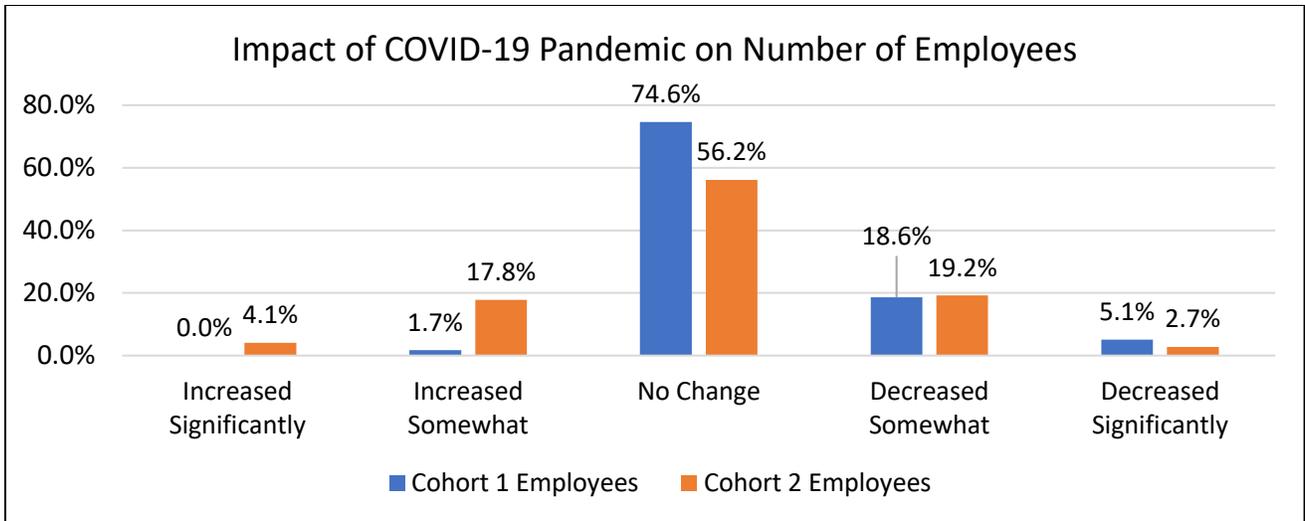


Impact on Employees

Organizations were asked to report on changes in the number of employees.

Cohort 1: Overwhelmingly, organizations reported no changes in the number of employees for Cohort 1 survey respondents. Nearly two percent (1.7%) of organizations increased the number of staff and 24% have decreased their staff (n=59).

Cohort 2: Most Cohort 2 organizations (56.2%) reported no change in the number of employees. Nearly twenty-two percent (21.9%) of organizations have increased the number of staff and 21.9% have decreased their staff (n=73).

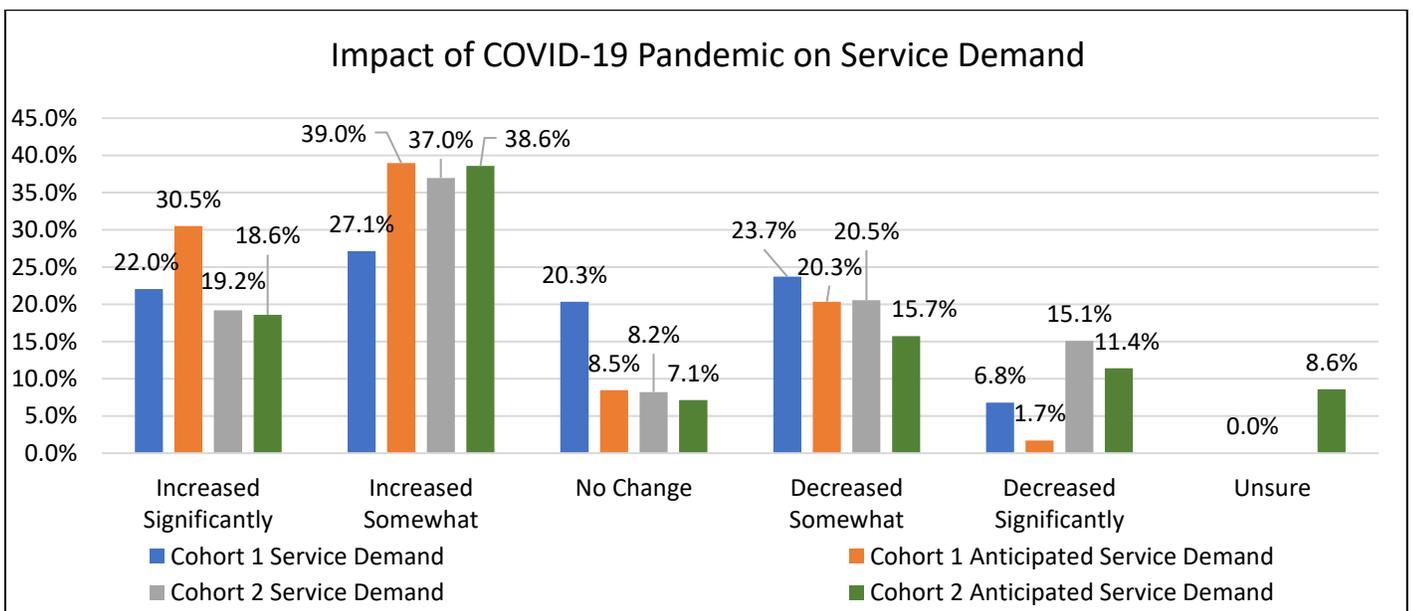


Impact on Service Demand

Organizations were asked to describe current or anticipated demand for services from the community.

Cohort 1: Nearly fifty percent (48%) of Cohort 1 organizations reported an increased demand for services; 20% reported no discernible change in service demand; and 31% of organizations experienced decreased service demand. Forecasting through the end of 2020, 70% of organizations expected significant or somewhat increased demand for services; 8% expected no change; and 22% of organizations expected decreased demand (n=59).

Cohort 2: For Cohort 2 survey respondents, 56.2% of organizations reported an increased demand for services; 8.2% have had no change in service demand; and 35.6% of organizations experienced decreased service demand (n=73). Through the first quarter of 2021, 57.1% of organizations expect significant or somewhat increased demand for services; 7.1% expect no change; and 27.1% of organizations expect decreased demand; and 8.6% are unsure what to expect regarding service demand in 2021 (n=70).



Anticipated Needs for 2021 from Local Nonprofit Organizations

Cohort 2 organizations were asked to share what they may need moving into 2021. Organizations are anticipating needing additional supports or funding around staffing (hiring new staff, funding for overtime, and temporary staff costs while regular staff are out on quarantine), funding for increased service demand and to cover costs of maintaining social distancing. Organizations expect to expand virtual programming and anticipate needing support for technology. Additionally, volunteers are needed to support the work of organizations into 2021.

Conclusions

Information reported by the Boone County nonprofit survey cohorts indicates an uncertain future for the sector. Service demand and expenses are expected to increase, while revenues are anticipated to decrease, resulting in significant budget shortfalls. This is in spite of the investment of \$1,574,321 in local funding by the CoMoHelps partners for pandemic relief. While some organizations may be able to use reserves to address budget shortfalls, it may be challenging to replenish reserves as organizations are expecting the impacts of the pandemic to continue into 2021. This may lead to substantive changes in the nonprofit landscape in central Missouri. Organizations may close, merge, or change services they deliver.

Recommendations

Due to the unprecedented nature of the COVID-19 pandemic, it is challenging to offer comprehensive recommendations at this time. The following are offered as initial recommendations from data collected from CoMoHelps Nonprofit Partners survey respondents:

- Local governments should make significant investments in their social services programs and funding in order to:
 - Provide support for the nonprofit sector
 - Ensure the availability of needed social services for long term recovery
- Build capacity within nonprofits to utilize innovative fundraising strategies, including online events or social media campaigns.
- Convene struggling nonprofits to identify opportunities for organizational mergers.